

Contact: Rick Haney (304) 623-5631

Email: Richard.haney@sba.gov

Internet: www.sba.gov/wv

West Virginia Small Business Keeps Government in Check

MORGANTOWN - Jon Hammock believes that in order to create a successful high-technology business whose focus is on government contracts, you don't have to be located within the D.C. beltway. In fact, you don't even have to leave the state of West Virginia.

Hammock is President of KeyLogic Systems, Inc., a highly recognized Information Technology company that provides innovative knowledge management solutions to several government agencies, ranging from the Environmental Protection Agency (EPA) to the Department of Defense.

KeyLogic was created by Hammock and Cary Landis, two native West Virginians who left the state after graduating from West Virginia University to pursue high-tech jobs. Both returned to the state in the mid 90's to work for a high-tech company in Fairmont.

With the creation of the Interstate 79 high-tech corridor over the past decade, they both realized there was the potential to develop their dream of starting a high technology company.

"This is a great state with great people and a promising future," says Hammock.

"We have top notch talent with an exceptional work ethic...all combined in a great location that offers an active lifestyle that many urban professionals do not have," agrees Landis.

Since its launch in West Virginia in 1999, KeyLogic has grown from 2 employees to over 50 today, with expected growth to 75 by the end of the year.

"We're excited about the growth we've had thus far...but we're even more optimistic about the future," says Hammock.

One of the programs created by KeyLogic for the EPA, the Budget Automated System (BAS), was the cornerstone in helping them receive recognition as one of only seven finalists for the 2002 President's Award for Quality in the area of budget and performance integration.

The President's Award for Quality is intended to support the President's Management Agenda and the Executive Branch Management Scorecard. The award is presented to organizations that have shown exemplary performance in several categories.

In presenting the award, President George W. Bush stated, "This award recognizes the best management practices in government. The EPA has met high standards and, as a result, has earned the respect of the White House and our country."

One can be certain that KeyLogic won't rest on its laurels. They have developed what is believed to be the largest ever government Microsoft SQL Server database in existence for the Army, containing over 60 Terabytes of information.

They have been recently awarded a General Services Administration HUBZone information technology government wide acquisition contract (GWAC), the first GWAC dedicated to information technology companies certified in the Small Business Administration's HUBZone (Historically Underutilized Business Zone) program.

"This contract allows the government to easily access highly qualified HUBZone companies; it will be the turning point for the HUBZone program," according to Landis.

The HUBZone program was designed to stimulate economic development and create jobs in urban and rural communities by providing federal contracting preferences to small businesses.

KeyLogic's Morgantown headquarters is located in a HUBZone. The firm is a very staunch supporter of the program. In fact, Landis serves on the national HUBZone Contractors National Council and KeyLogic maintains the council's web site.

KeyLogic also works closely with Microsoft, serving as their go-to partner for business intelligence in the government arena. They have been chosen to speak on Knowledge Management alongside Microsoft at e-Government conferences and were featured on a CD sponsored by Microsoft for providing information on Business Intelligence to the federal government.

One fact that makes Hammock extremely proud is that KeyLogic has never had a one-time customer. All their customers have provided repeat business.

"We strive very hard to provide the best possible services to our customers and exceed their expectations. I think the best indication of KeyLogic's commitment to quality is the fact that our customers turn to us time after time"

For more information on the HUBZone program or additional programs and services available from the SBA, the West Virginia Small Business Development Center, SCORE, and the Woman's Business Center, contact the West Virginia District Office at 1-800-767-8052 ext. 8, via email at wvinfo@sba.gov, or visit their website at www.sba.gov/wv. All SBA programs are extended to the public on a nondiscriminatory basis.

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